

YEAR TO DATE TREND REPORT - AS OF OCTOBER 1989

|                    | SALES<br>PERCENT CHANGE |       |      |       | OCCUPANCY<br>PERCENT |       | DOUBLE<br>OCCUPANCY<br>PERCENT |       | ROOM SALES PER<br>OCCUPIED ROOM |       | TOTAL SALES PER<br>OCCUPIED ROOM |       |
|--------------------|-------------------------|-------|------|-------|----------------------|-------|--------------------------------|-------|---------------------------------|-------|----------------------------------|-------|
|                    | TOTAL                   | ROOMS | F&B  | OTHER | OCT                  | % CHG | OCT                            | % CHG | OCT                             | % CHG | OCT                              | % CHG |
| TOTAL              | 5.6                     | 5.8   | 3.9  | 12.0  | 68.6                 | 1.0   | 64.8                           | 1.4   | \$ 72.58                        | 3.6   | \$101.35                         | 3.4   |
| CENSUS REGION      |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Northeast          | 1.8                     | 1.5   | 1.3  | 6.9   | 71.2                 | -3.4  | 46.7                           | 1.5   | \$112.53                        | 5.3   | \$160.23                         | 5.6   |
| North Central      | 1.5                     | 1.0   | 1.5  | 8.3   | 62.6                 | -1.7  | 40.9                           | 1.5   | 56.64                           | 3.2   | 86.04                            | 3.7   |
| South              | 7.9                     | 8.2   | 5.0  | 16.4  | 70.0                 | 3.2   | 80.7                           | -0.4  | 65.13                           | 4.8   | 90.37                            | 4.5   |
| West               | 7.7                     | 8.0   | 6.4  | 9.7   | 66.0                 | 0.5   | 59.6                           | 2.9   | 67.54                           | 1.3   | 89.84                            | 1.0   |
| CENSUS DIVISION    |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| New England        | -0.6                    | -1.0  | 0.6  | 4.2   | 62.2                 | -5.0  | 40.4                           | 5.8   | \$ 81.04                        | 3.4   | \$103.31                         | 3.9   |
| Middle Atlantic    | 2.2                     | 2.0   | 1.3  | 7.2   | 74.2                 | -2.9  | 47.7                           | 1.1   | 121.26                          | 5.6   | 176.02                           | 5.9   |
| South Atlantic     | 9.1                     | 9.7   | 5.2  | 17.7  | 73.7                 | 3.5   | 92.4                           | -0.1  | 68.72                           | 5.4   | 97.83                            | 4.8   |
| East North Central | 1.7                     | 1.7   | 0.2  | 9.8   | 63.3                 | -1.7  | 39.1                           | 1.8   | 57.86                           | 4.1   | 87.96                            | 4.1   |
| East South Central | -9.3                    | -11.0 | *    | *     | 46.5                 | -8.6  | *                              | *     | 44.21                           | -2.6  | 59.83                            | -0.7  |
| West North Central | 0.9                     | -0.5  | 3.8  | 3.5   | 61.5                 | -1.6  | 45.2                           | 1.1   | 54.35                           | 1.6   | 82.43                            | 3.0   |
| West South Central | 4.4                     | 4.1   | 4.3  | 10.0  | 62.9                 | 2.8   | 49.6                           | -3.5  | 56.64                           | 2.6   | 72.65                            | 2.9   |
| Mountain           | 0.6                     | 1.3   | -4.9 | -0.5  | 58.7                 | 3.0   | 39.7                           | 10.0  | 51.04                           | -0.9  | 58.03                            | -1.6  |
| Pacific            | 9.4                     | 10.1  | 7.4  | 14.7  | 69.4                 | -1.4  | 61.5                           | 2.5   | 74.29                           | 1.5   | 102.85                           | 0.9   |
| AFFILIATION        |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Chain              | 5.3                     | 5.6   | 3.2  | 10.7  | 68.7                 | 0.7   | 62.7                           | 2.6   | \$ 70.26                        | 3.6   | \$ 95.46                         | 3.3   |
| Independent        | 6.9                     | 6.5   | 5.8  | 15.5  | 67.8                 | 2.1   | 74.4                           | -3.6  | 84.35                           | 3.5   | 131.17                           | 3.9   |
| LOCATION           |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Center City        | 3.2                     | 3.0   | 2.4  | 8.2   | 67.5                 | -0.7  | 52.3                           | -     | \$ 93.15                        | 4.0   | \$130.52                         | 4.1   |
| Suburban           | 5.6                     | 6.0   | 3.1  | 13.4  | 65.4                 | 2.0   | 52.6                           | 3.5   | 59.16                           | 2.6   | 79.19                            | 2.2   |
| Airport            | 5.9                     | 7.5   | 0.3  | 9.6   | 69.6                 | 0.7   | 38.4                           | -3.0  | 57.52                           | 2.9   | 76.59                            | 1.3   |
| Highway            | 6.3                     | 6.3   | 5.1  | 12.5  | 68.8                 | 1.3   | 93.8                           | 4.1   | 47.19                           | 3.1   | 58.57                            | 3.1   |
| Resort             | 9.6                     | 9.8   | 7.4  | 17.9  | 73.4                 | 2.8   | 101.2                          | -1.2  | 88.10                           | 6.1   | 135.98                           | 6.0   |
| SIZE               |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Under 150 Rooms    | 5.2                     | 5.5   | 2.8  | 11.4  | 65.4                 | 0.9   | 62.8                           | 1.6   | \$ 50.78                        | 3.9   | \$ 61.50                         | 3.6   |
| 150 - 299 Rooms    | 6.0                     | 6.2   | 4.6  | 9.7   | 65.8                 | 1.7   | 58.4                           | 3.0   | 61.92                           | 2.8   | 84.71                            | 2.6   |
| 300 - 600 Rooms    | 5.9                     | 5.9   | 4.8  | 12.1  | 69.0                 | 1.2   | 61.5                           | -0.3  | 76.59                           | 3.7   | 110.32                           | 3.7   |
| Over 600 Rooms     | 5.3                     | 5.5   | 2.6  | 13.3  | 75.2                 | 0.1   | 74.3                           | 1.8   | 98.86                           | 4.3   | 143.51                           | 4.1   |
| TYPE               |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Hotel              | 5.5                     | 5.6   | 3.9  | 12.5  | 68.6                 | 0.9   | 57.4                           | 0.7   | \$ 86.90                        | 3.7   | \$127.48                         | 3.7   |
| Motel/Hotel        | 5.1                     | 5.4   | 3.7  | 6.3   | 68.0                 | 1.2   | 73.3                           | 3.1   | 47.15                           | 3.2   | 57.36                            | 3.0   |
| Economy            | 9.6                     | 9.5   | 13.0 | 13.3  | 67.9                 | 0.9   | 85.8                           | -2.5  | 38.56                           | 4.2   | 39.82                            | 4.3   |
| All Suites         | 7.9                     | 8.4   | 3.1  | 12.8  | 72.5                 | 1.7   | 118.2                          | 2.7   | 86.11                           | 4.5   | 110.49                           | 4.0   |

\* Insufficient Response

- No Change

VARIATION REPORT - OCTOBER 1989 COMPARED WITH OCTOBER 1988

|                    | SALES<br>PERCENT CHANGE |       |      |      |       |       | SALES PER OCCUPIED ROOM<br>PERCENT CHANGE |       |      |       | PAYROLL PER<br>OCCUPIED ROOM<br>PERCENT CHANGE |       |      |
|--------------------|-------------------------|-------|------|------|-------|-------|-------------------------------------------|-------|------|-------|------------------------------------------------|-------|------|
|                    | TOTAL                   | ROOMS | F&B  | FOOD | BEV   | OTHER | TOTAL                                     | ROOMS | F&B  | OTHER | TOTAL                                          | ROOMS | F&B  |
| TOTAL              | 3.1                     | 3.9   | -0.7 | -0.2 | -2.0  | 11.0  | 1.9                                       | 2.7   | -1.0 | 10.5  | 4.2                                            | 5.4   | 1.6  |
| CENSUS REGION      |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Northeast          | 1.0                     | 1.0   | -0.2 | -0.2 | -0.1  | 6.3   | 4.7                                       | 4.7   | 3.0  | 9.8   | 6.4                                            | 7.5   | 5.9  |
| North Central      | -5.1                    | -4.4  | -7.0 | -5.9 | -10.7 | -3.1  | 0.8                                       | 1.5   | -0.4 | 3.8   | 5.4                                            | 7.6   | 2.2  |
| South              | 7.0                     | 7.7   | 2.5  | 2.8  | 1.4   | 16.0  | 2.9                                       | 3.6   | -2.5 | 11.6  | 2.5                                            | 3.8   | -1.7 |
| West               | 1.0                     | 3.2   | -5.7 | -4.3 | -10.5 | 19.2  | -1.5                                      | 0.6   | -2.2 | 11.0  | 5.0                                            | 4.5   | 1.8  |
| CENSUS DIVISION    |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| New England        | 4.0                     | 5.2   | 2.8  | 4.6  | -1.6  | -3.4  | 2.7                                       | 3.9   | 0.1  | -5.2  | 3.7                                            | -0.2  | 6.2  |
| Middle Atlantic    | 0.9                     | 0.8   | -0.3 | -0.4 | -     | 7.0   | 5.0                                       | 4.9   | 3.2  | 10.7  | 6.7                                            | 8.0   | 5.9  |
| South Atlantic     | 7.5                     | 9.1   | 1.1  | 1.6  | -0.2  | 18.0  | 2.4                                       | 3.8   | -4.9 | 12.5  | 1.7                                            | 3.5   | -4.0 |
| East North Central | -3.6                    | -2.8  | -5.8 | -5.1 | -8.4  | -2.0  | 1.6                                       | 2.5   | -0.2 | 3.2   | 5.8                                            | 8.0   | 2.8  |
| East South Central | *                       | *     | *    | *    | *     | *     | *                                         | *     | *    | *     | *                                              | *     | *    |
| West North Central | -7.8                    | -7.4  | -8.9 | -7.2 | -14.0 | -5.5  | -0.7                                      | -0.2  | -0.3 | 4.2   | 5.1                                            | 6.9   | 1.6  |
| West South Central | 5.6                     | 5.0   | 7.3  | 7.2  | 7.6   | 8.7   | 3.7                                       | 3.2   | 5.1  | 6.6   | 4.0                                            | 4.0   | 5.5  |
| Mountain           | 9.6                     | 9.6   | *    | *    | *     | 10.3  | -0.2                                      | -0.2  | *    | 4.8   | 14.6                                           | 23.7  | *    |
| Pacific            | 1.0                     | 3.2   | -5.7 | -4.3 | -10.5 | 19.2  | -1.5                                      | 0.6   | -2.2 | 10.7  | 4.5                                            | 3.0   | 1.8  |
| AFFILIATION        |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Chain              | 3.2                     | 4.2   | -1.3 | -1.2 | -1.9  | 11.8  | 1.7                                       | 2.7   | -1.7 | 11.1  | 4.1                                            | 5.2   | 1.6  |
| Independent        | 2.7                     | 2.5   | 1.6  | 2.9  | -2.5  | 8.8   | 3.1                                       | 3.0   | 1.3  | 10.0  | 5.3                                            | 7.0   | 2.8  |
| LOCATION           |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Center City        | 1.3                     | 0.9   | 0.9  | 0.9  | 0.7   | 8.3   | 4.1                                       | 3.7   | 3.6  | 10.5  | 7.4                                            | 8.3   | 7.4  |
| Suburban           | 4.1                     | 6.2   | -4.6 | -2.7 | -9.8  | 18.0  | 2.6                                       | 4.6   | -3.9 | 17.7  | 2.1                                            | 6.4   | -2.5 |
| Airport            | 2.4                     | 4.6   | -4.6 | -4.0 | -6.5  | 2.1   | -1.1                                      | 1.0   | -5.6 | -0.7  | -0.7                                           | -1.6  | -4.5 |
| Highway            | 5.9                     | 8.0   | -3.5 | -3.7 | -3.4  | 16.2  | 0.4                                       | 2.5   | -8.2 | 13.2  | 8.6                                            | 5.0   | -1.9 |
| Resort             | 5.8                     | 7.2   | 1.1  | 1.6  | -0.3  | 13.4  | 3.0                                       | 4.4   | -4.0 | 8.8   | 0.5                                            | 3.2   | -6.2 |
| SIZE               |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Under 150 Rooms    | 4.9                     | 5.5   | 1.5  | 2.3  | -1.1  | 6.7   | 3.3                                       | 3.9   | 3.2  | 8.6   | 8.4                                            | 8.1   | 8.3  |
| 150 - 299 Rooms    | 5.5                     | 5.0   | 4.0  | 3.7  | 4.8   | 22.2  | 3.9                                       | 3.4   | 4.4  | 23.2  | 6.7                                            | 7.5   | 6.0  |
| 300 - 600 Rooms    | 2.9                     | 4.3   | -1.3 | 0.3  | -6.2  | 6.1   | -                                         | 1.3   | -4.3 | 2.2   | 2.0                                            | 1.5   | -2.9 |
| Over 600 Rooms     | 1.3                     | 2.4   | -3.1 | -3.2 | -2.8  | 9.1   | 2.8                                       | 3.9   | -1.6 | 10.3  | 4.1                                            | 6.6   | 2.3  |
| TYPE               |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Hotel              | 2.5                     | 3.2   | -1.1 | -0.7 | -2.4  | 11.3  | 2.1                                       | 2.9   | -1.1 | 10.5  | 3.9                                            | 5.8   | 1.3  |
| Motels             | 3.8                     | 4.6   | -0.1 | 1.3  | -4.0  | 1.0   | 1.4                                       | 2.2   | -2.2 | 2.0   | 6.9                                            | 1.9   | 1.4  |
| Economy            | 13.6                    | 13.4  | *    | *    | *     | 18.5  | 6.9                                       | 6.8   | *    | 14.6  | 7.2                                            | 7.4   | *    |
| All Suites         | 10.0                    | 8.0   | 15.9 | 14.1 | 21.8  | 22.6  | 9.8                                       | 7.8   | 14.8 | 22.8  | 13.1                                           | 5.6   | 14.8 |

\* Insufficient Response  
- No Change

YEAR TO DATE VARIATION REPORT - AS OF OCTOBER 1989

|                    | SALES<br>PERCENT CHANGE |       |      |      |       |       | SALES PER OCCUPIED ROOM<br>PERCENT CHANGE |       |      |       | PAYROLL PER<br>OCCUPIED ROOM<br>PERCENT CHANGE |       |      |
|--------------------|-------------------------|-------|------|------|-------|-------|-------------------------------------------|-------|------|-------|------------------------------------------------|-------|------|
|                    | TOTAL                   | ROOMS | F&B  | FOOD | BEV   | OTHER | TOTAL                                     | ROOMS | F&B  | OTHER | TOTAL                                          | ROOMS | F&B  |
| TOTAL              | 5.6                     | 5.8   | 3.9  | 4.7  | 1.4   | 12.0  | 3.4                                       | 3.6   | 2.6  | 11.0  | 4.8                                            | 5.3   | 3.0  |
| CENSUS REGION      |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Northeast          | 1.8                     | 1.5   | 1.3  | 2.3  | -1.7  | 6.9   | 5.6                                       | 5.3   | 4.6  | 10.8  | 9.1                                            | 8.6   | 7.7  |
| North Central      | 1.5                     | 1.0   | 1.5  | 2.7  | -2.1  | 8.3   | 3.7                                       | 3.2   | 2.3  | 10.1  | 3.5                                            | 4.7   | 1.1  |
| South              | 7.9                     | 8.2   | 5.0  | 5.6  | 3.3   | 16.4  | 4.5                                       | 4.8   | 1.7  | 12.8  | 2.9                                            | 3.8   | 1.0  |
| West               | 7.7                     | 8.0   | 6.4  | 7.3  | 3.3   | 9.7   | 1.0                                       | 1.3   | 3.1  | 2.1   | 1.7                                            | 5.4   | 0.5  |
| CENSUS DIVISION    |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| New England        | -0.6                    | -1.0  | 0.6  | 2.3  | -3.7  | 4.2   | 3.9                                       | 3.4   | 6.1  | 10.6  | 5.7                                            | 6.2   | 7.9  |
| Middle Atlantic    | 2.2                     | 2.0   | 1.3  | 2.3  | -1.4  | 7.2   | 5.9                                       | 5.6   | 4.4  | 10.8  | 9.6                                            | 9.0   | 7.7  |
| South Atlantic     | 9.1                     | 9.7   | 5.2  | 5.6  | 4.1   | 17.7  | 4.8                                       | 5.4   | 0.9  | 13.1  | 2.8                                            | 3.6   | 0.5  |
| East North Central | 1.7                     | 1.7   | 0.2  | 1.3  | -2.9  | 9.8   | 4.1                                       | 4.1   | 1.1  | 11.4  | 3.3                                            | 5.4   | -0.6 |
| East South Central | -9.3                    | -11.0 | *    | *    | *     | *     | -0.7                                      | -2.6  | *    | *     | *                                              | *     | *    |
| West North Central | 0.9                     | -0.5  | 3.8  | 5.3  | -0.7  | 3.5   | 3.0                                       | 1.6   | 4.7  | 5.7   | 4.1                                            | 2.9   | 4.3  |
| West South Central | 4.4                     | 4.1   | 4.3  | 5.8  | 0.1   | 10.0  | 2.9                                       | 2.6   | 3.8  | 9.2   | 2.0                                            | 4.1   | 1.7  |
| Mountain           | 0.6                     | 1.3   | -4.9 | -2.6 | -11.4 | -0.5  | -1.6                                      | -0.9  | -8.1 | -5.3  | 0.4                                            | 3.3   | -2.2 |
| Pacific            | 9.4                     | 10.1  | 7.4  | 8.2  | 4.8   | 14.7  | 0.9                                       | 1.5   | 4.2  | 5.7   | 2.1                                            | 5.8   | 1.0  |
| AFFILIATION        |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Chain              | 5.3                     | 5.6   | 3.2  | 4.1  | 0.5   | 10.7  | 3.3                                       | 3.6   | 2.2  | 9.9   | 5.0                                            | 5.6   | 3.5  |
| Independent        | 6.9                     | 6.5   | 5.8  | 6.5  | 3.9   | 15.5  | 3.9                                       | 3.5   | 3.1  | 12.8  | 3.4                                            | 3.0   | 0.2  |
| LOCATION           |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Center City        | 3.2                     | 3.0   | 2.4  | 3.3  | -0.6  | 8.2   | 4.1                                       | 4.0   | 3.8  | 9.7   | 6.3                                            | 6.8   | 5.1  |
| Suburban           | 5.6                     | 6.0   | 3.1  | 4.2  | 0.1   | 13.4  | 2.2                                       | 2.6   | -0.2 | 12.0  | 2.8                                            | 4.3   | 0.4  |
| Airport            | 5.9                     | 7.5   | 0.3  | 1.6  | -3.9  | 9.6   | 1.3                                       | 2.9   | 0.3  | 7.5   | 3.4                                            | 3.4   | 3.0  |
| Highway            | 6.3                     | 6.3   | 5.1  | 6.5  | 0.9   | 12.5  | 3.1                                       | 3.1   | -0.6 | 6.5   | 3.8                                            | 8.4   | -4.2 |
| Resort             | 9.6                     | 9.8   | 7.4  | 7.7  | 6.8   | 17.9  | 6.0                                       | 6.1   | 3.4  | 14.0  | 4.7                                            | 4.0   | 2.2  |
| SIZE               |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Under 150 Rooms    | 5.2                     | 5.5   | 2.8  | 3.4  | 1.1   | 11.4  | 3.6                                       | 3.9   | 4.2  | 13.1  | 7.6                                            | 7.3   | 8.0  |
| 150 - 299 Rooms    | 6.0                     | 6.2   | 4.6  | 5.6  | 1.9   | 9.7   | 2.6                                       | 2.8   | 2.7  | 6.9   | 2.8                                            | 4.1   | 2.6  |
| 300 - 600 Rooms    | 5.9                     | 5.9   | 4.8  | 5.7  | 2.1   | 12.1  | 3.7                                       | 3.7   | 2.3  | 10.5  | 2.3                                            | 2.6   | 0.3  |
| Over 600 Rooms     | 5.3                     | 5.5   | 2.6  | 3.4  | 0.4   | 13.3  | 4.1                                       | 4.3   | 2.7  | 13.4  | 7.1                                            | 7.3   | 4.9  |
| TYPE               |                         |       |      |      |       |       |                                           |       |      |       |                                                |       |      |
| Hotel              | 5.5                     | 5.6   | 3.9  | 4.6  | 1.7   | 12.5  | 3.7                                       | 3.7   | 2.7  | 11.8  | 4.9                                            | 5.1   | 3.0  |
| Motor Hotel        | 5.1                     | 5.4   | 3.7  | 5.4  | -1.0  | 6.3   | 3.0                                       | 3.2   | 2.4  | 4.7   | 5.7                                            | 9.3   | 4.3  |
| Economy            | 9.6                     | 9.5   | 13.0 | 12.6 | 14.4  | 13.3  | 4.3                                       | 4.2   | 4.5  | 11.2  | 4.8                                            | 4.6   | *    |
| All Suites         | 7.9                     | 8.4   | 3.1  | 4.0  | 0.5   | 12.8  | 4.0                                       | 4.5   | 0.5  | 8.9   | 1.9                                            | 2.3   | 0.7  |

\* Insufficient Response  
- No Change

FOOD AND BEVERAGE REPORT - OCTOBER 1989 COMPARED WITH OCTOBER 1988

|                    | F&B SALES PER<br>OCCUPIED ROOM |          | AVERAGE RECEIPT<br>PER COVER |          | FOOD COST<br>PERCENT OF<br>FOOD SALES |      | BEV COST<br>PERCENT OF<br>BEV SALES |      | F&B PAYROLL<br>PERCENT OF<br>F&B SALES |      | F&B PAYROLL<br>PER COVER |          | NUMBER<br>COVERS<br>SERVED |
|--------------------|--------------------------------|----------|------------------------------|----------|---------------------------------------|------|-------------------------------------|------|----------------------------------------|------|--------------------------|----------|----------------------------|
|                    | 1989                           | 1988     | 1989                         | 1988     | 1989                                  | 1988 | 1989                                | 1988 | 1989                                   | 1988 | 1989                     | 1988     | % CHG                      |
| TOTAL              | \$ 45.16                       | \$ 45.61 | \$ 12.59                     | \$ 12.32 | 0.29                                  | 0.30 | 0.21                                | 0.21 | 45.5                                   | 44.6 | \$ 7.83                  | \$ 7.48  | -2.8                       |
| CENSUS REGION      |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Northeast          | \$ 53.61                       | \$ 52.02 | \$ 15.17                     | \$ 15.83 | 0.26                                  | 0.26 | 0.20                                | 0.20 | 47.7                                   | 45.3 | \$ 10.72                 | \$ 10.05 | -3.5                       |
| North Central      | 45.53                          | 45.69    | 9.85                         | 9.46     | 0.31                                  | 0.31 | 0.23                                | 0.24 | 41.8                                   | 40.3 | 5.39                     | 5.00     | -11.7                      |
| South              | 39.76                          | 40.78    | 11.94                        | 11.76    | 0.30                                  | 0.31 | 0.21                                | 0.21 | 44.1                                   | 43.8 | 7.16                     | 7.07     | 1.5                        |
| West               | 48.61                          | 49.70    | 11.96                        | 11.72    | 0.32                                  | 0.33 | 0.25                                | 0.25 | 56.9                                   | 54.0 | 6.90                     | 5.96     | -6.3                       |
| CENSUS DIVISION    |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| New England        | \$ 55.00                       | \$ 54.95 | \$ *                         | \$ *     | 0.31                                  | 0.32 | 0.24                                | 0.25 | 41.1                                   | 38.8 | \$ *                     | \$ *     | *                          |
| Middle Atlantic    | 53.54                          | 51.88    | 16.22                        | 15.84    | 0.26                                  | 0.26 | 0.20                                | 0.19 | 48.0                                   | 46.8 | 10.74                    | 10.06    | -3.9                       |
| South Atlantic     | 42.60                          | 44.80    | 12.81                        | 12.59    | 0.30                                  | 0.31 | 0.21                                | 0.21 | 44.9                                   | 44.6 | 7.70                     | 7.63     | -                          |
| East North Central | 43.78                          | 43.88    | 10.05                        | 8.96     | 0.31                                  | 0.31 | 0.23                                | 0.24 | 41.3                                   | 39.6 | 5.38                     | 4.72     | -17.0                      |
| East South Central | *                              | *        | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| West North Central | 48.73                          | 48.90    | 9.65                         | 10.03    | 0.29                                  | 0.31 | 0.21                                | 0.23 | 42.4                                   | 41.3 | 5.41                     | 5.33     | -6.1                       |
| West South Central | 32.45                          | 30.87    | 9.79                         | 9.62     | 0.31                                  | 0.32 | 0.22                                | 0.21 | 41.4                                   | 41.2 | 5.78                     | 5.57     | 5.2                        |
| Mountain           | *                              | *        | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| Pacific            | 48.61                          | 49.70    | 11.96                        | 11.72    | 0.32                                  | 0.33 | 0.25                                | 0.25 | 56.9                                   | 54.0 | 6.90                     | 5.96     | -6.3                       |
| AFFILIATION        |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Chain              | \$ 40.63                       | \$ 41.32 | \$ 12.39                     | \$ 12.02 | 0.29                                  | 0.29 | 0.21                                | 0.20 | 45.4                                   | 44.3 | \$ 7.77                  | \$ 7.39  | -3.4                       |
| Independent        | 70.38                          | 69.49    | 13.52                        | 13.73    | 0.30                                  | 0.31 | 0.23                                | 0.24 | 46.0                                   | 45.9 | 8.22                     | 8.12     | 0.1                        |
| LOCATION           |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Center City        | \$ 46.95                       | \$ 45.32 | \$ 13.97                     | \$ 13.37 | 0.27                                  | 0.27 | 0.20                                | 0.20 | 47.8                                   | 46.5 | \$ 9.56                  | \$ 8.83  | -3.1                       |
| Suburban           | 42.99                          | 44.72    | 11.26                        | 10.66    | 0.33                                  | 0.34 | 0.25                                | 0.26 | 42.7                                   | 41.7 | 6.64                     | 6.10     | -9.2                       |
| Airport            | 33.20                          | 35.18    | 10.27                        | 10.68    | 0.31                                  | 0.31 | 0.22                                | 0.21 | 43.8                                   | 43.9 | 5.82                     | 6.09     | -1.6                       |
| Highway            | 33.55                          | 36.55    | 9.15                         | 9.33     | 0.31                                  | 0.32 | 0.21                                | 0.22 | 40.6                                   | 37.0 | 4.78                     | 4.43     | -1.5                       |
| Resort             | 55.74                          | 58.05    | 13.83                        | 13.82    | 0.31                                  | 0.32 | 0.21                                | 0.21 | 43.2                                   | 43.9 | 7.66                     | 7.95     | 0.8                        |
| SIZE               |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Under 150 Rooms    | \$ 52.58                       | \$ 50.96 | \$ 11.37                     | \$ 10.33 | 0.34                                  | 0.35 | 0.26                                | 0.29 | 42.9                                   | 41.4 | \$ 7.10                  | \$ 6.12  | -7.6                       |
| 150 - 299 Rooms    | 42.65                          | 40.84    | 10.51                        | 10.25    | 0.30                                  | 0.32 | 0.23                                | 0.23 | 43.2                                   | 42.8 | 6.34                     | 5.92     | -2.9                       |
| 300 - 600 Rooms    | 40.21                          | 42.00    | 11.88                        | 11.57    | 0.31                                  | 0.32 | 0.23                                | 0.22 | 44.9                                   | 44.3 | 6.98                     | 6.83     | -4.9                       |
| Over 600 Rooms     | 50.78                          | 51.60    | 15.39                        | 15.49    | 0.26                                  | 0.26 | 0.19                                | 0.19 | 47.2                                   | 45.9 | 9.93                     | 9.61     | 1.3                        |
| TYPE               |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Hotel              | \$ 48.73                       | \$ 49.25 | \$ 13.21                     | \$ 12.95 | 0.29                                  | 0.29 | 0.21                                | 0.21 | 45.9                                   | 45.0 | \$ 8.30                  | \$ 7.93  | -2.8                       |
| Motor Hotel        | 26.72                          | 27.31    | 7.80                         | 7.44     | 0.33                                  | 0.34 | 0.22                                | 0.22 | 40.7                                   | 39.2 | 4.41                     | 4.18     | -4.0                       |
| Economy            | *                              | *        | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| All Suites         | 46.41                          | 40.43    | 17.45                        | 17.00    | 0.28                                  | 0.30 | 0.22                                | 0.23 | 45.1                                   | 43.3 | 9.74                     | 9.20     | -2.7                       |

\* Insufficient Response

YEAR TO DATE FOOD AND BEVERAGE REPORT - AS OF OCTOBER 1989

|                    | F&B SALES PER<br>OCCUPIED ROOM |          | AVERAGE RECEIPT<br>PER COVER |          | FOOD COST<br>PERCENT OF<br>FOOD SALES |      | BEV COST<br>PERCENT OF<br>BEV SALES |      | F&B PAYROLL<br>PERCENT OF<br>F&B SALES |      | F&B PAYROLL<br>PER COVER |          | NUMBER<br>COVERS<br>SERVED |
|--------------------|--------------------------------|----------|------------------------------|----------|---------------------------------------|------|-------------------------------------|------|----------------------------------------|------|--------------------------|----------|----------------------------|
|                    | 1989                           | 1988     | 1989                         | 1988     | 1989                                  | 1988 | 1989                                | 1988 | 1989                                   | 1988 | 1989                     | 1988     | % CHG                      |
| TOTAL              | \$ 43.17                       | \$ 42.08 | \$ 12.23                     | \$ 11.79 | 0.31                                  | 0.31 | 0.21                                | 0.21 | 48.7                                   | 48.4 | \$ 8.21                  | \$ 7.93  | 1.0                        |
| CENSUS REGION      |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Northeast          | \$ 48.97                       | \$ 46.83 | \$ 15.89                     | \$ 15.35 | 0.28                                  | 0.28 | 0.20                                | 0.20 | 55.1                                   | 53.4 | \$ 11.87                 | \$ 11.20 | -2.2                       |
| North Central      | 42.60                          | 41.64    | 9.67                         | 9.33     | 0.32                                  | 0.33 | 0.23                                | 0.24 | 43.2                                   | 43.4 | 5.56                     | 5.40     | -0.8                       |
| South              | 39.11                          | 38.44    | 11.76                        | 11.30    | 0.32                                  | 0.32 | 0.21                                | 0.21 | 45.6                                   | 46.0 | 7.43                     | 7.26     | 1.7                        |
| West               | 48.09                          | 46.63    | 11.40                        | 10.91    | 0.31                                  | 0.32 | 0.23                                | 0.23 | 52.1                                   | 51.8 | 7.14                     | 6.84     | 4.1                        |
| CENSUS DIVISION    |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| New England        | \$ 48.58                       | \$ 45.79 | \$ 11.96                     | \$ 11.59 | 0.33                                  | 0.34 | 0.22                                | 0.23 | 54.0                                   | 53.2 | \$ 8.94                  | \$ 8.85  | -1.5                       |
| Middle Atlantic    | 49.02                          | 46.95    | 16.46                        | 15.89    | 0.28                                  | 0.28 | 0.20                                | 0.19 | 55.2                                   | 53.4 | 12.28                    | 11.52    | -2.3                       |
| South Atlantic     | 43.08                          | 42.71    | 12.57                        | 12.05    | 0.31                                  | 0.32 | 0.21                                | 0.21 | 45.4                                   | 45.6 | 7.85                     | 7.60     | 0.9                        |
| East North Central | 40.40                          | 39.97    | 9.39                         | 9.02     | 0.33                                  | 0.34 | 0.24                                | 0.24 | 43.2                                   | 43.4 | 5.51                     | 5.33     | -2.9                       |
| East South Central | *                              | *        | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| West North Central | 47.43                          | 45.30    | 10.16                        | 9.88     | 0.31                                  | 0.31 | 0.22                                | 0.23 | 43.2                                   | 43.5 | 5.64                     | 5.53     | 2.8                        |
| West South Central | 28.47                          | 27.43    | 9.15                         | 8.84     | 0.33                                  | 0.33 | 0.21                                | 0.21 | 46.5                                   | 47.7 | 5.98                     | 6.08     | 4.5                        |
| Mountain           | 30.09                          | 32.74    | 8.88                         | 9.07     | 0.33                                  | 0.33 | 0.25                                | 0.24 | 48.3                                   | 45.7 | 5.42                     | 5.23     | -0.2                       |
| Pacific            | 50.65                          | 48.59    | 11.62                        | 11.07    | 0.31                                  | 0.32 | 0.23                                | 0.23 | 53.2                                   | 53.8 | 7.70                     | 7.38     | 4.5                        |
| AFFILIATION        |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Chain              | \$ 38.19                       | \$ 37.37 | \$ 12.05                     | \$ 11.62 | 0.30                                  | 0.31 | 0.21                                | 0.21 | 49.5                                   | 48.8 | \$ 8.24                  | \$ 7.94  | 0.8                        |
| Independent        | 67.96                          | 65.91    | 12.92                        | 12.43    | 0.32                                  | 0.33 | 0.23                                | 0.23 | 46.2                                   | 47.3 | 8.06                     | 7.90     | 1.8                        |
| LOCATION           |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Center City        | \$ 42.68                       | \$ 41.10 | \$ 14.11                     | \$ 13.63 | 0.29                                  | 0.29 | 0.20                                | 0.21 | 54.5                                   | 53.9 | \$ 10.84                 | \$ 10.46 | 0.2                        |
| Suburban           | 37.16                          | 37.22    | 9.73                         | 9.56     | 0.33                                  | 0.34 | 0.23                                | 0.23 | 45.3                                   | 44.6 | 5.95                     | 5.82     | 2.7                        |
| Airport            | 32.72                          | 32.61    | 10.23                        | 10.09    | 0.32                                  | 0.32 | 0.21                                | 0.21 | 46.4                                   | 46.1 | 6.17                     | 6.04     | -0.3                       |
| Highway            | 23.15                          | 33.36    | 9.24                         | 8.68     | 0.32                                  | 0.33 | 0.22                                | 0.23 | 39.0                                   | 39.3 | 4.82                     | 4.49     | -1.1                       |
| Resort             | 60.17                          | 58.18    | 13.37                        | 12.67    | 0.32                                  | 0.32 | 0.22                                | 0.21 | 43.2                                   | 43.3 | 7.66                     | 7.39     | 2.3                        |
| SIZE               |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Under 150 Rooms    | \$ 46.73                       | \$ 44.83 | \$ 9.18                      | \$ 8.52  | 0.36                                  | 0.37 | 0.26                                | 0.26 | 44.2                                   | 43.4 | \$ 5.10                  | \$ 4.63  | -4.4                       |
| 150 - 299 Rooms    | 37.19                          | 36.22    | 9.88                         | 9.49     | 0.33                                  | 0.34 | 0.23                                | 0.24 | 46.7                                   | 46.6 | 6.37                     | 6.12     | 0.8                        |
| 300 - 600 Rooms    | 43.92                          | 42.95    | 12.37                        | 12.03    | 0.31                                  | 0.32 | 0.22                                | 0.22 | 46.6                                   | 46.6 | 7.68                     | 7.66     | 2.9                        |
| Over 600 Rooms     | 46.94                          | 45.69    | 15.09                        | 14.56    | 0.28                                  | 0.28 | 0.19                                | 0.19 | 52.4                                   | 51.7 | 11.07                    | 10.55    | 0.2                        |
| TYPE               |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Hotel              | \$ 47.44                       | \$ 46.18 | \$ 13.09                     | \$ 12.62 | 0.30                                  | 0.31 | 0.21                                | 0.21 | 49.8                                   | 49.5 | \$ 9.00                  | \$ 8.71  | 1.1                        |
| Motel              | 26.01                          | 25.39    | 7.46                         | 7.12     | 0.35                                  | 0.35 | 0.23                                | 0.22 | 41.4                                   | 40.6 | 4.12                     | 3.93     | 0.5                        |
| Economy            | 8.56                           | 8.19     | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| All Suites         | 44.59                          | 44.37    | 14.79                        | 14.27    | 0.32                                  | 0.32 | 0.24                                | 0.25 | 43.3                                   | 42.8 | 8.43                     | 8.06     | -1.5                       |

\* Insufficient Response

TWELVE MONTH ROOMS REPORT - AS OF OCTOBER 1989

|                    | OCCUPANCY PERCENT |      | DOUBLE OCCUPANCY PERCENT |       | ROOM SALES PER OCCUPIED ROOM |          | ROOM SALES PER GUEST |          | ROOMS PAYROLL PER OCCUPIED ROOM |          | ROOMS PAYROLL PERCENT OF ROOMS SALES |      |
|--------------------|-------------------|------|--------------------------|-------|------------------------------|----------|----------------------|----------|---------------------------------|----------|--------------------------------------|------|
|                    | 1989              | 1988 | 1989                     | 1988  | 1989                         | 1988     | 1989                 | 1988     | 1989                            | 1988     | 1989                                 | 1988 |
| TOTAL              | 66.3              | 65.5 | 63.8                     | 63.1  | \$ 72.30                     | \$ 69.86 | \$ 90.83             | \$ 49.13 | \$ 18.49                        | \$ 17.66 | 21.3                                 | 21.2 |
| CENSUS REGION      |                   |      |                          |       |                              |          |                      |          |                                 |          |                                      |      |
| Northeast          | 70.5              | 72.6 | 46.8                     | 45.6  | \$113.47                     | \$107.57 | \$ 80.76             | \$ 77.04 | \$ 26.25                        | \$ 24.21 | 22.2                                 | 21.6 |
| North Central      | 60.7              | 61.3 | 40.5                     | 40.5  | 56.50                        | 54.67    | 41.18                | 39.90    | 13.66                           | 13.20    | 23.6                                 | 23.7 |
| South              | 67.4              | 65.1 | 79.4                     | 79.9  | 64.49                        | 61.76    | 42.00                | 40.14    | 15.61                           | 15.15    | 19.5                                 | 19.8 |
| West               | 63.4              | 63.3 | 59.0                     | 57.4  | 66.88                        | 65.79    | 47.67                | 46.89    | 15.79                           | 15.09    | 24.9                                 | 24.9 |
| CENSUS DIVISION    |                   |      |                          |       |                              |          |                      |          |                                 |          |                                      |      |
| New England        | 60.4              | 63.5 | 39.7                     | 37.4  | \$ 81.28                     | \$ 78.40 | \$ 60.42             | \$ 58.70 | \$ 19.50                        | \$ 18.29 | 22.4                                 | 22.1 |
| Middle Atlantic    | 73.8              | 75.5 | 47.9                     | 46.9  | 122.15                       | 115.56   | 83.56                | 79.58    | 27.60                           | 25.40    | 22.2                                 | 21.6 |
| South Atlantic     | 70.5              | 68.1 | 90.9                     | 91.4  | 67.99                        | 64.75    | 41.90                | 39.69    | 16.52                           | 16.07    | 19.6                                 | 20.1 |
| East North Central | 61.6              | 62.2 | 38.4                     | 38.3  | 57.99                        | 55.66    | 43.28                | 41.65    | 13.91                           | 13.41    | 23.1                                 | 23.3 |
| East South Central | 46.5              | 50.3 | *                        | *     | 44.83                        | 44.87    | *                    | *        | *                               | *        | *                                    | *    |
| West North Central | 59.2              | 59.7 | 44.9                     | 45.3  | 53.69                        | 52.82    | 36.89                | 36.34    | 13.10                           | 12.73    | 24.9                                 | 24.6 |
| West South Central | 61.1              | 59.1 | 49.5                     | 50.8  | 56.24                        | 54.92    | 42.41                | 41.66    | 13.02                           | 12.62    | 19.2                                 | 18.8 |
| Mountain           | 56.7              | 55.1 | 45.3                     | 43.5  | 51.69                        | 51.65    | 37.87                | 37.41    | 14.76                           | 14.73    | 27.3                                 | 28.0 |
| Pacific            | 66.7              | 67.8 | 60.9                     | 59.3  | 73.24                        | 72.07    | 48.89                | 48.06    | 16.25                           | 15.26    | 24.0                                 | 23.6 |
| AFFILIATION        |                   |      |                          |       |                              |          |                      |          |                                 |          |                                      |      |
| Chain              | 66.6              | 65.7 | 61.5                     | 60.2  | \$ 70.02                     | \$ 67.68 | \$ 50.02             | \$ 48.52 | \$ 17.93                        | \$ 17.05 | 21.2                                 | 21.0 |
| Independent        | 65.0              | 63.7 | 74.3                     | 76.4  | 83.85                        | 80.92    | 54.28                | 51.70    | 22.00                           | 21.50    | 21.6                                 | 22.2 |
| LOCATION           |                   |      |                          |       |                              |          |                      |          |                                 |          |                                      |      |
| Center City        | 66.2              | 66.4 | 52.0                     | 51.9  | \$ 93.39                     | \$ 89.70 | \$ 67.15             | \$ 64.13 | \$ 22.84                        | \$ 21.46 | 21.7                                 | 21.4 |
| Suburban           | 62.9              | 61.5 | 51.3                     | 49.7  | 58.80                        | 57.52    | 40.51                | 39.87    | 13.90                           | 13.36    | 22.0                                 | 21.8 |
| Airport            | 67.4              | 67.1 | 37.6                     | 38.2  | 57.15                        | 55.59    | 46.08                | 45.00    | 13.46                           | 13.00    | 21.7                                 | 21.7 |
| Highway            | 65.6              | 64.7 | 91.6                     | 89.0  | 46.56                        | 45.20    | 27.04                | 26.54    | 12.14                           | 11.43    | 22.8                                 | 22.0 |
| Resort             | 70.1              | 67.9 | 100.2                    | 101.4 | 86.82                        | 82.08    | 49.60                | 46.85    | 19.19                           | 18.74    | 19.0                                 | 19.8 |
| SIZE               |                   |      |                          |       |                              |          |                      |          |                                 |          |                                      |      |
| Under 150 Rooms    | 62.8              | 62.0 | 62.1                     | 61.2  | \$ 49.79                     | \$ 48.00 | \$ 33.42             | \$ 32.40 | \$ 15.40                        | \$ 14.51 | 29.8                                 | 29.4 |
| 150 - 299 Rooms    | 63.2              | 62.1 | 57.6                     | 55.9  | 61.47                        | 59.89    | 42.31                | 41.74    | 15.59                           | 15.08    | 21.7                                 | 21.8 |
| 300 - 600 Rooms    | 66.7              | 66.0 | 60.4                     | 60.5  | 76.18                        | 73.53    | 52.12                | 50.28    | 16.08                           | 15.72    | 19.5                                 | 19.7 |
| Over 600 Rooms     | 73.6              | 73.2 | 72.9                     | 72.1  | 99.33                        | 95.15    | 62.41                | 59.58    | 23.49                           | 22.00    | 21.3                                 | 20.9 |
| TYPE               |                   |      |                          |       |                              |          |                      |          |                                 |          |                                      |      |
| Hotel              | 66.8              | 66.3 | 56.6                     | 56.2  | \$ 86.76                     | \$ 83.58 | \$ 60.64             | \$ 58.27 | \$ 20.04                        | \$ 19.12 | 20.9                                 | 20.8 |
| Motor Hotel        | 65.2              | 63.9 | 72.3                     | 70.8  | 46.61                        | 45.22    | 29.46                | 29.04    | 11.73                           | 10.99    | 22.2                                 | 21.4 |
| Economy            | 63.9              | 63.3 | 83.1                     | 85.1  | 37.74                        | 36.31    | 21.77                | 20.93    | 13.68                           | 13.23    | 40.3                                 | 40.4 |
| All Suites         | 69.9              | 68.3 | 116.1                    | 113.0 | 85.05                        | 81.84    | 42.58                | 41.55    | 20.06                           | 19.77    | 19.9                                 | 20.3 |

\* Insufficient Response

TWELVE MONTH TREND REPORT - AS OF OCTOBER 1989

|                    | SALES<br>PERCENT CHANGE |       |      |       | OCCUPANCY<br>PERCENT |       | DOUBLE<br>OCCUPANCY<br>PERCENT |       | ROOM SALES PER<br>OCCUPIED ROOM |       | TOTAL SALES PER<br>OCCUPIED ROOM |       |
|--------------------|-------------------------|-------|------|-------|----------------------|-------|--------------------------------|-------|---------------------------------|-------|----------------------------------|-------|
|                    | TOTAL                   | ROOMS | F&B  | OTHER | OCT                  | % CHG | OCT                            | % CHG | OCT                             | % CHG | OCT                              | % CHG |
| TOTAL              | 6.0                     | 6.4   | 4.2  | 10.1  | 66.3                 | 1.2   | 63.8                           | 1.1   | \$ 72.30                        | 3.5   | \$102.34                         | 3.2   |
| CENSUS REGION      |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Northeast          | 2.4                     | 2.3   | 1.2  | 8.2   | 70.5                 | -2.9  | 46.8                           | 2.6   | \$113.47                        | 5.5   | \$163.51                         | 5.6   |
| North Central      | 1.9                     | 2.0   | 1.9  | 1.3   | 60.7                 | -1.0  | 40.5                           | -     | 56.50                           | 3.3   | 87.28                            | 3.3   |
| South              | 8.3                     | 8.7   | 5.7  | 15.1  | 67.4                 | 3.5   | 79.4                           | -0.6  | 64.49                           | 4.4   | 90.32                            | 4.1   |
| West               | 7.6                     | 8.4   | 6.5  | -2.1  | 63.4                 | 0.2   | 59.0                           | 2.8   | 66.88                           | 1.7   | 91.16                            | 1.0   |
| CENSUS DIVISION    |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| New England        | 0.4                     | -0.6  | 1.0  | 13.3  | 60.4                 | -4.9  | 39.7                           | 6.1   | \$ 81.28                        | 3.7   | \$108.68                         | 4.7   |
| Middle Atlantic    | 2.8                     | 2.9   | 1.2  | 7.5   | 73.8                 | -2.3  | 47.9                           | 2.1   | 122.15                          | 5.7   | 178.30                           | 5.6   |
| South Atlantic     | 9.4                     | 10.1  | 5.7  | 16.4  | 70.5                 | 3.5   | 90.9                           | -0.5  | 67.99                           | 5.0   | 97.61                            | 4.3   |
| East North Central | 2.1                     | 2.9   | 0.6  | 0.9   | 61.6                 | -1.0  | 38.4                           | 0.3   | 57.99                           | 4.2   | 88.81                            | 3.4   |
| East South Central | -8.2                    | -7.6  | *    | *     | 46.5                 | -7.6  | *                              | *     | 44.83                           | -0.1  | 63.70                            | -0.7  |
| West North Central | 1.7                     | 0.3   | 4.4  | 2.9   | 59.2                 | -0.8  | 44.9                           | -0.9  | 53.69                           | 1.6   | 84.41                            | 3.1   |
| West South Central | 5.1                     | 4.8   | 3.5  | 9.9   | 61.1                 | 3.4   | 49.5                           | -2.6  | 56.24                           | 2.4   | 72.97                            | 2.7   |
| Mountain           | 0.7                     | 2.3   | -0.9 | -13.5 | 56.7                 | 2.9   | 45.3                           | 4.1   | 51.69                           | 0.1   | 65.15                            | -1.5  |
| Pacific            | 9.6                     | 10.3  | 7.6  | 16.4  | 66.7                 | -1.6  | 60.9                           | 2.7   | 73.24                           | 1.6   | 102.05                           | 1.0   |
| AFFILIATION        |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Chain              | 5.8                     | 6.2   | 3.7  | 8.4   | 66.6                 | 1.1   | 61.5                           | 2.2   | \$ 70.02                        | 3.5   | \$ 96.61                         | 3.0   |
| Independent        | 6.9                     | 6.8   | 5.5  | 14.6  | 65.0                 | 2.0   | 74.3                           | -2.7  | 83.85                           | 3.6   | 131.31                           | 3.8   |
| LOCATION           |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Center City        | 3.6                     | 3.9   | 2.8  | 7.9   | 66.2                 | -0.3  | 52.0                           | 0.2   | \$ 93.39                        | 4.1   | \$132.55                         | 4.1   |
| Suburban           | 6.3                     | 6.7   | 3.7  | 15.1  | 62.9                 | 2.3   | 51.3                           | 3.2   | 58.80                           | 2.2   | 79.82                            | 1.8   |
| Airport            | 6.3                     | 7.9   | 1.5  | 4.0   | 67.4                 | 0.4   | 37.6                           | -1.6  | 57.15                           | 2.8   | 76.95                            | 1.3   |
| Highway            | 6.4                     | 6.6   | 4.8  | 12.8  | 65.6                 | 1.4   | 91.6                           | 2.9   | 46.56                           | 3.0   | 58.22                            | 2.9   |
| Resort             | 9.5                     | 10.1  | 7.4  | 12.4  | 70.1                 | 3.2   | 100.2                          | -1.2  | 86.82                           | 5.8   | 136.43                           | 5.2   |
| SIZE               |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Under 150 Rooms    | 5.9                     | 6.3   | 3.4  | 8.8   | 62.8                 | 1.3   | 62.1                           | 1.5   | \$ 49.79                        | 3.7   | \$ 60.54                         | 3.4   |
| 150 - 299 Rooms    | 6.4                     | 6.7   | 4.8  | 10.2  | 63.2                 | 1.8   | 57.6                           | 3.0   | 61.47                           | 2.6   | 85.13                            | 2.4   |
| 300 - 600 Rooms    | 6.5                     | 6.5   | 5.7  | 10.8  | 66.7                 | 1.1   | 60.4                           | -0.2  | 76.18                           | 3.6   | 111.58                           | 3.6   |
| Over 600 Rooms     | 5.3                     | 6.0   | 2.4  | 9.6   | 73.6                 | 0.5   | 72.9                           | 1.1   | 99.33                           | 4.4   | 146.21                           | 3.7   |
| TYPE               |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Hotel              | 5.8                     | 6.1   | 4.1  | 10.4  | 66.8                 | 0.8   | 56.6                           | 0.7   | \$ 86.76                        | 3.8   | \$129.02                         | 3.5   |
| Motor Hotel        | 6.0                     | 6.2   | 4.6  | 7.0   | 65.2                 | 2.0   | 72.3                           | 2.1   | 46.61                           | 3.1   | 57.28                            | 2.8   |
| Economy            | 10.5                    | 10.3  | 19.5 | 14.6  | 63.9                 | 0.9   | 83.1                           | -2.4  | 37.74                           | 3.9   | 38.99                            | 4.1   |
| All Suites         | 7.5                     | 8.1   | 4.2  | 9.5   | 69.5                 | 1.8   | 116.1                          | 2.7   | 85.05                           | 3.9   | 111.62                           | 3.4   |

\* Insufficient Response  
- No Change

TWELVE MONTH TREND REPORT - AS OF OCTOBER 1989

|                    | SALES<br>PERCENT CHANGE |       |      |       | OCCUPANCY<br>PERCENT |       | DOUBLE<br>OCCUPANCY<br>PERCENT |       | ROOM SALES PER<br>OCCUPIED ROOM |       | TOTAL SALES PER<br>OCCUPIED ROOM |       |
|--------------------|-------------------------|-------|------|-------|----------------------|-------|--------------------------------|-------|---------------------------------|-------|----------------------------------|-------|
|                    | TOTAL                   | ROOMS | F&B  | OTHER | OCT                  | % CHG | OCT                            | % CHG | OCT                             | % CHG | OCT                              | % CHG |
| TOTAL              | 6.0                     | 6.4   | 4.2  | 10.1  | 66.3                 | 1.2   | 63.8                           | 1.1   | \$ 72.30                        | 3.9   | \$102.34                         | 3.2   |
| CENSUS REGION      |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Northeast          | 2.4                     | 2.3   | 1.2  | 8.2   | 70.5                 | -2.9  | 46.8                           | 2.6   | \$113.47                        | 5.5   | \$163.51                         | 5.6   |
| North Central      | 1.9                     | 2.0   | 1.9  | 1.3   | 60.7                 | -1.0  | 40.5                           | -     | 56.50                           | 3.3   | 87.28                            | 3.3   |
| South              | 8.3                     | 8.7   | 5.7  | 15.1  | 67.4                 | 3.5   | 79.4                           | -0.6  | 64.49                           | 4.4   | 90.32                            | 4.1   |
| West               | 7.6                     | 8.4   | 6.5  | -2.1  | 63.4                 | 0.2   | 59.0                           | 2.8   | 66.88                           | 1.7   | 91.16                            | 1.0   |
| CENSUS DIVISION    |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| New England        | 0.4                     | -0.6  | 1.0  | 13.3  | 60.4                 | -4.9  | 39.7                           | 6.1   | \$ 81.28                        | 3.7   | \$108.68                         | 4.7   |
| Middle Atlantic    | 2.8                     | 2.9   | 1.2  | 7.5   | 73.8                 | -2.3  | 47.9                           | 2.1   | 122.15                          | 5.7   | 178.30                           | 5.6   |
| South Atlantic     | 9.4                     | 10.1  | 5.7  | 16.4  | 70.5                 | 3.5   | 90.9                           | -0.5  | 67.99                           | 5.0   | 97.61                            | 4.3   |
| East North Central | 2.1                     | 2.9   | 0.6  | 0.9   | 61.6                 | -1.0  | 38.4                           | 0.3   | 57.99                           | 4.2   | 88.81                            | 3.4   |
| East South Central | -8.2                    | -7.6  | *    | *     | 46.5                 | -7.6  | *                              | *     | 44.83                           | -0.1  | 63.70                            | -0.7  |
| West North Central | 1.7                     | 0.3   | 4.4  | 2.9   | 59.2                 | -0.8  | 44.9                           | -0.9  | 53.69                           | 1.6   | 84.41                            | 3.1   |
| West South Central | 5.1                     | 4.8   | 5.5  | 9.9   | 61.1                 | 3.4   | 49.5                           | -2.6  | 56.24                           | 2.4   | 72.97                            | 2.7   |
| Mountain           | 0.7                     | 2.3   | -0.9 | -13.5 | 56.7                 | 2.9   | 45.3                           | 4.1   | 51.69                           | 0.1   | 65.15                            | -1.5  |
| Pacific            | 9.6                     | 10.3  | 7.6  | 16.4  | 66.7                 | -1.6  | 60.9                           | 2.7   | 73.24                           | 1.6   | 102.05                           | 1.0   |
| AFFILIATION        |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Chain              | 5.8                     | 6.2   | 3.7  | 8.4   | 66.6                 | 1.1   | 61.5                           | 2.2   | \$ 70.02                        | 3.5   | \$ 96.61                         | 3.0   |
| Independent        | 6.9                     | 6.8   | 5.5  | 14.6  | 65.0                 | 2.0   | 74.3                           | -2.7  | 83.85                           | 3.6   | 131.31                           | 3.8   |
| LOCATION           |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Center City        | 3.8                     | 3.9   | 2.8  | 7.9   | 66.2                 | -0.3  | 52.0                           | 0.2   | \$ 93.39                        | 4.1   | \$132.55                         | 4.1   |
| Suburban           | 6.3                     | 6.7   | 3.7  | 15.1  | 62.9                 | 2.3   | 51.3                           | 3.2   | 58.80                           | 2.2   | 79.82                            | 1.8   |
| Airport            | 6.3                     | 7.9   | 1.5  | 4.0   | 67.4                 | 0.4   | 37.6                           | -1.6  | 57.15                           | 2.8   | 76.95                            | 1.3   |
| Highway            | 6.4                     | 6.6   | 4.8  | 12.8  | 65.6                 | 1.4   | 91.6                           | 2.9   | 46.56                           | 3.0   | 58.22                            | 2.9   |
| Resort             | 9.5                     | 10.1  | 7.4  | 12.4  | 70.1                 | 3.2   | 100.2                          | -1.2  | 86.82                           | 5.8   | 136.43                           | 5.2   |
| SIZE               |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Under 150 Rooms    | 5.9                     | 6.3   | 3.4  | 8.8   | 62.8                 | 1.3   | 62.1                           | 1.5   | \$ 49.79                        | 3.7   | \$ 60.54                         | 3.4   |
| 150 - 299 Rooms    | 6.4                     | 6.7   | 4.8  | 10.2  | 63.2                 | 1.8   | 57.6                           | 3.0   | 61.47                           | 2.6   | 85.13                            | 2.4   |
| 300 - 600 Rooms    | 6.5                     | 6.5   | 5.7  | 10.8  | 66.7                 | 1.1   | 60.4                           | -0.2  | 76.18                           | 3.6   | 111.58                           | 3.6   |
| Over 600 Rooms     | 5.3                     | 6.0   | 2.4  | 9.6   | 73.6                 | 0.5   | 72.9                           | 1.1   | 99.33                           | 4.4   | 146.21                           | 3.7   |
| TYPE               |                         |       |      |       |                      |       |                                |       |                                 |       |                                  |       |
| Hotel              | 5.8                     | 6.1   | 4.1  | 10.4  | 66.8                 | 0.8   | 56.6                           | 0.7   | \$ 86.76                        | 3.8   | \$129.02                         | 3.5   |
| Motor Hotel        | 6.0                     | 6.2   | 4.6  | 7.0   | 65.2                 | 2.0   | 72.3                           | 2.1   | 46.61                           | 3.1   | 57.28                            | 2.8   |
| Economy            | 10.5                    | 10.3  | 19.5 | 14.6  | 63.9                 | 0.9   | 83.1                           | -2.4  | 37.74                           | 3.9   | 38.99                            | 4.1   |
| All Suites         | 7.5                     | 8.1   | 4.2  | 9.5   | 69.5                 | 1.8   | 116.1                          | 2.7   | 85.05                           | 3.9   | 111.62                           | 3.4   |

\* Insufficient Response  
- No Change

TWELVE-MONTH VARIATION REPORT - AS OF OCTOBER 1989

|                    | SALES<br>PERCENT CHANGE |       |      |      |      |       | SALES PER OCCUPIED ROOM<br>PERCENT CHANGE |       |      |       | PAYROLL PER<br>OCCUPIED ROOM<br>PERCENT CHANGE |       |      |
|--------------------|-------------------------|-------|------|------|------|-------|-------------------------------------------|-------|------|-------|------------------------------------------------|-------|------|
|                    | TOTAL                   | ROOMS | F&B  | FOOD | BEV  | OTHER | TOTAL                                     | ROOMS | F&B  | OTHER | TOTAL                                          | ROOMS | F&B  |
| TOTAL              | 6.0                     | 6.4   | 4.2  | 5.0  | 1.7  | 10.1  | 3.2                                       | 3.5   | 2.4  | 8.3   | 4.9                                            | 4.7   | 2.9  |
| CENSUS REGION      |                         |       |      |      |      |       |                                           |       |      |       |                                                |       |      |
| Northeast          | 2.4                     | 2.3   | 1.2  | 2.1  | -1.5 | 8.2   | 5.6                                       | 5.5   | 3.8  | 11.3  | 9.3                                            | 8.4   | 7.7  |
| North Central      | 1.9                     | 2.0   | 1.9  | 3.3  | -1.9 | 1.3   | 3.3                                       | 3.3   | 1.8  | 2.2   | 3.5                                            | 3.5   | 0.9  |
| South              | 8.3                     | 8.7   | 5.7  | 6.3  | 3.9  | 15.1  | 4.1                                       | 4.4   | 1.8  | 10.8  | 2.8                                            | 3.0   | 0.8  |
| West               | 7.6                     | 8.4   | 6.5  | 7.4  | 3.4  | -2.1  | 1.0                                       | 1.7   | 3.3  | -8.7  | 2.7                                            | 4.6   | 1.8  |
| CENSUS DIVISION    |                         |       |      |      |      |       |                                           |       |      |       |                                                |       |      |
| New England        | 0.4                     | -0.6  | 1.0  | 2.4  | -2.4 | 13.3  | 4.7                                       | 3.7   | 6.6  | 19.8  | 6.1                                            | 6.6   | 9.0  |
| Middle Atlantic    | 2.8                     | 2.9   | 1.2  | 2.1  | -1.4 | 7.5   | 5.6                                       | 5.7   | 3.4  | 10.2  | 9.7                                            | 8.7   | 7.5  |
| South Atlantic     | 9.4                     | 10.1  | 5.7  | 6.2  | 4.5  | 16.4  | 4.3                                       | 5.0   | 1.0  | 11.0  | 2.9                                            | 2.8   | 0.5  |
| East North Central | 2.1                     | 2.9   | 0.6  | 1.6  | -2.5 | 0.9   | 3.4                                       | 4.2   | 0.4  | 1.5   | 3.2                                            | 3.7   | -0.9 |
| East South Central | -8.2                    | -7.6  | *    | *    | *    | *     | -0.7                                      | -0.1  | *    | *     | *                                              | *     | *    |
| West North Central | 1.7                     | 0.3   | 4.4  | 6.3  | -0.9 | 2.9   | 3.1                                       | 1.6   | 4.3  | 4.1   | 4.2                                            | 2.9   | 4.3  |
| West South Central | 5.1                     | 4.8   | 5.5  | 6.9  | 1.3  | 9.9   | 2.7                                       | 2.4   | 3.9  | 8.2   | 1.2                                            | 3.2   | 1.0  |
| Mountain           | 0.7                     | 2.3   | -0.9 | 0.4  | -4.5 | -13.5 | -1.5                                      | 0.1   | -3.4 | -17.2 | 1.6                                            | 0.2   | -2.1 |
| Pacific            | 9.6                     | 10.3  | 7.6  | 8.5  | 4.9  | 16.4  | 1.0                                       | 1.6   | 4.3  | 7.0   | 4.2                                            | 6.5   | 4.0  |
| AFFILIATION        |                         |       |      |      |      |       |                                           |       |      |       |                                                |       |      |
| Chain              | 5.8                     | 6.2   | 3.7  | 4.7  | 1.0  | 8.4   | 3.0                                       | 3.5   | 2.1  | 6.8   | 4.9                                            | 5.2   | 3.4  |
| Independent        | 6.9                     | 6.8   | 5.5  | 6.1  | 3.8  | 14.6  | 3.8                                       | 3.6   | 3.0  | 11.6  | 4.5                                            | 2.3   | 0.9  |
| LOCATION           |                         |       |      |      |      |       |                                           |       |      |       |                                                |       |      |
| Center City        | 3.8                     | 3.9   | 2.8  | 3.8  | -0.2 | 7.9   | 4.1                                       | 4.1   | 3.5  | 8.7   | 6.6                                            | 6.4   | 5.1  |
| Suburban           | 6.3                     | 6.7   | 3.7  | 4.7  | 0.8  | 15.1  | 1.8                                       | 2.2   | -0.2 | 12.6  | 2.6                                            | 4.0   | 0.7  |
| Airport            | 6.3                     | 7.9   | 1.5  | 2.9  | -2.5 | 4.0   | 1.3                                       | 2.8   | 1.2  | 1.7   | 3.7                                            | 3.5   | 3.2  |
| Highway            | 6.4                     | 6.6   | 4.8  | 6.4  | 0.3  | 12.8  | 2.9                                       | 3.0   | -1.3 | 6.2   | 2.5                                            | 6.2   | -5.4 |
| Resort             | 9.5                     | 10.1  | 7.4  | 7.6  | 6.8  | 12.4  | 5.2                                       | 5.8   | 3.0  | 7.8   | 4.5                                            | 2.4   | 1.8  |
| SIZE               |                         |       |      |      |      |       |                                           |       |      |       |                                                |       |      |
| Under 150 Rooms    | 5.9                     | 6.3   | 3.4  | 4.2  | 1.4  | 8.8   | 3.4                                       | 3.7   | 4.1  | 9.7   | 6.4                                            | 6.1   | 6.6  |
| 150 - 299 Rooms    | 6.4                     | 6.7   | 4.8  | 5.7  | 2.2  | 10.2  | 2.4                                       | 2.6   | 2.3  | 6.7   | 2.3                                            | 3.4   | 2.0  |
| 300 - 600 Rooms    | 6.5                     | 6.5   | 5.7  | 6.7  | 2.9  | 10.8  | 3.6                                       | 3.6   | 2.7  | 8.4   | 2.6                                            | 2.3   | 0.9  |
| Over 600 Rooms     | 5.3                     | 6.0   | 2.4  | 3.2  | 0.3  | 9.6   | 3.7                                       | 4.4   | 2.1  | 9.1   | 7.6                                            | 6.8   | 4.9  |
| TYPE               |                         |       |      |      |      |       |                                           |       |      |       |                                                |       |      |
| Hotel              | 5.8                     | 6.1   | 4.1  | 4.8  | 1.9  | 10.4  | 3.5                                       | 3.8   | 2.6  | 9.1   | 5.3                                            | 4.8   | 3.1  |
| Motor Hotel        | 6.0                     | 6.2   | 4.6  | 6.3  | -    | 7.0   | 2.8                                       | 3.1   | 2.2  | 4.2   | 4.4                                            | 6.7   | 3.6  |
| Economy            | 10.5                    | 10.3  | 19.5 | 18.4 | 23.2 | 14.6  | 4.1                                       | 3.9   | 9.5  | 11.3  | 2.6                                            | 3.4   | *    |
| All Suites         | 7.5                     | 8.1   | 4.2  | 5.5  | 0.6  | 9.5   | 3.4                                       | 3.9   | 1.1  | 5.0   | 1.1                                            | 1.5   | -0.1 |

\* Insufficient Response  
- No Change

TWELVE MONTH FOOD AND BEVERAGE REPORT - AS OF OCTOBER 1989

|                    | F&B SALES PER<br>OCCUPIED ROOM |          | AVERAGE RECEIPT<br>PER COVER |          | FOOD COST<br>PERCENT OF<br>FOOD SALES |      | BEV COST<br>PERCENT OF<br>BEV SALES |      | F&B PAYROLL<br>PERCENT OF<br>F&B SALES |      | F&B PAYROLL<br>PER COVER |          | NUMBER<br>COVERS<br>SERVED |
|--------------------|--------------------------------|----------|------------------------------|----------|---------------------------------------|------|-------------------------------------|------|----------------------------------------|------|--------------------------|----------|----------------------------|
|                    | 1989                           | 1988     | 1989                         | 1988     | 1989                                  | 1988 | 1989                                | 1988 | 1989                                   | 1988 | 1989                     | 1988     | % CHG                      |
| TOTAL              | \$ 44.68                       | \$ 43.64 | \$ 12.47                     | \$ 12.04 | 0.31                                  | 0.31 | 0.21                                | 0.22 | 48.2                                   | 47.9 | \$ 8.31                  | \$ 8.04  | 1.5                        |
| CENSUS REGION      |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Northeast          | \$ 50.86                       | \$ 49.00 | \$ 16.27                     | \$ 15.84 | 0.28                                  | 0.29 | 0.20                                | 0.20 | 53.5                                   | 51.5 | \$ 11.73                 | \$ 11.09 | -1.3                       |
| North Central      | 44.38                          | 43.61    | 9.77                         | 9.48     | 0.33                                  | 0.33 | 0.23                                | 0.23 | 42.2                                   | 42.5 | 5.57                     | 5.47     | 0.5                        |
| South              | 40.19                          | 39.47    | 11.93                        | 11.44    | 0.32                                  | 0.32 | 0.21                                | 0.22 | 45.7                                   | 46.3 | 7.56                     | 7.39     | 2.1                        |
| West               | 49.80                          | 48.23    | 11.61                        | 11.12    | 0.32                                  | 0.33 | 0.23                                | 0.23 | 51.5                                   | 51.3 | 7.55                     | 7.20     | 4.2                        |
| CENSUS DIVISION    |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| New England        | \$ 52.49                       | \$ 49.25 | \$ 12.42                     | \$ 12.11 | 0.33                                  | 0.34 | 0.23                                | 0.23 | 52.9                                   | 51.7 | \$ 9.12                  | \$ 9.04  | -0.6                       |
| Middle Atlantic    | 50.65                          | 48.97    | 16.89                        | 16.42    | 0.28                                  | 0.28 | 0.20                                | 0.20 | 53.6                                   | 51.5 | 12.13                    | 11.39    | -1.4                       |
| South Atlantic     | 44.14                          | 43.70    | 12.74                        | 12.15    | 0.31                                  | 0.32 | 0.22                                | 0.22 | 45.6                                   | 45.9 | 8.00                     | 7.73     | 1.2                        |
| East North Central | 41.86                          | 41.71    | 9.33                         | 9.10     | 0.33                                  | 0.34 | 0.24                                | 0.24 | 42.3                                   | 42.5 | 5.50                     | 5.42     | -0.9                       |
| East South Central | *                              | *        | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| West North Central | 49.59                          | 47.54    | 10.48                        | 10.10    | 0.31                                  | 0.32 | 0.22                                | 0.22 | 42.0                                   | 42.4 | 5.69                     | 5.55     | 2.7                        |
| West South Central | 29.69                          | 28.58    | 9.35                         | 9.12     | 0.33                                  | 0.33 | 0.21                                | 0.23 | 46.1                                   | 47.7 | 6.07                     | 6.20     | 5.3                        |
| Mountain           | 40.18                          | 41.61    | 11.06                        | 11.08    | 0.35                                  | 0.34 | 0.22                                | 0.23 | 48.2                                   | 48.1 | 7.25                     | 7.22     | 0.6                        |
| Pacific            | 51.60                          | 49.48    | 11.68                        | 11.12    | 0.31                                  | 0.32 | 0.23                                | 0.23 | 53.3                                   | 53.3 | 7.68                     | 7.19     | 4.7                        |
| AFFILIATION        |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Chain              | \$ 39.87                       | \$ 39.06 | \$ 12.28                     | \$ 11.87 | 0.30                                  | 0.31 | 0.21                                | 0.21 | 48.6                                   | 48.0 | \$ 8.29                  | \$ 8.00  | 1.5                        |
| Independent        | 68.95                          | 66.93    | 13.19                        | 12.71    | 0.32                                  | 0.33 | 0.23                                | 0.23 | 46.8                                   | 47.7 | 8.41                     | 8.23     | 1.6                        |
| LOCATION           |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Center City        | \$ 44.43                       | \$ 42.92 | \$ 14.35                     | \$ 13.86 | 0.29                                  | 0.29 | 0.21                                | 0.21 | 53.1                                   | 52.4 | \$ 10.73                 | \$ 10.33 | 0.6                        |
| Suburban           | 38.80                          | 38.87    | 9.90                         | 9.76     | 0.34                                  | 0.34 | 0.23                                | 0.24 | 44.6                                   | 43.9 | 6.05                     | 5.94     | 3.4                        |
| Airport            | 34.10                          | 33.68    | 10.47                        | 10.27    | 0.32                                  | 0.33 | 0.22                                | 0.21 | 45.9                                   | 45.8 | 6.29                     | 6.13     | 0.6                        |
| Highway            | 34.30                          | 34.76    | 9.30                         | 8.80     | 0.32                                  | 0.33 | 0.22                                | 0.22 | 39.4                                   | 39.6 | 4.86                     | 4.62     | -0.2                       |
| Resort             | 61.12                          | 59.32    | 13.62                        | 12.98    | 0.32                                  | 0.33 | 0.22                                | 0.21 | 44.1                                   | 44.3 | 8.00                     | 7.76     | 2.7                        |
| SIZE               |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Under 150 Rooms    | \$ 47.44                       | \$ 45.57 | \$ 9.32                      | \$ 8.64  | 0.36                                  | 0.37 | 0.26                                | 0.26 | 43.8                                   | 43.1 | \$ 5.18                  | \$ 4.73  | -4.2                       |
| 150 - 299 Rooms    | 38.34                          | 37.49    | 10.06                        | 9.70     | 0.33                                  | 0.34 | 0.23                                | 0.24 | 46.5                                   | 46.6 | 6.50                     | 6.29     | 1.6                        |
| 300 - 600 Rooms    | 45.75                          | 44.56    | 12.54                        | 12.20    | 0.32                                  | 0.32 | 0.22                                | 0.22 | 46.3                                   | 46.5 | 7.78                     | 7.76     | 4.1                        |
| Over 600 Rooms     | 48.54                          | 47.56    | 15.44                        | 14.93    | 0.28                                  | 0.28 | 0.19                                | 0.19 | 51.5                                   | 50.5 | 11.15                    | 10.57    | -0.1                       |
| TYPE               |                                |          |                              |          |                                       |      |                                     |      |                                        |      |                          |          |                            |
| Hotel              | \$ 48.87                       | \$ 47.64 | \$ 13.32                     | \$ 12.86 | 0.30                                  | 0.31 | 0.21                                | 0.21 | 49.2                                   | 48.9 | \$ 9.08                  | \$ 8.77  | 1.4                        |
| Motor Hotel        | 27.20                          | 26.62    | 7.58                         | 7.30     | 0.35                                  | 0.35 | 0.23                                | 0.22 | 41.3                                   | 40.6 | 4.24                     | 4.08     | 2.4                        |
| Economy            | 9.19                           | 8.39     | *                            | *        | *                                     | *    | *                                   | *    | *                                      | *    | *                        | *        | *                          |
| All Suites         | 47.62                          | 47.08    | 15.09                        | 14.58    | 0.32                                  | 0.33 | 0.24                                | 0.25 | 42.6                                   | 42.9 | 8.51                     | 8.35     | 0.6                        |

\* Insufficient Response

## NATIONAL TREND OF BUSINESS

# Lodging Industry

A SERVICE TO THE CLIENTS OF LAVENTHOL & HORWATH

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### NOVEMBER 1989 COMPARED WITH NOVEMBER 1988

#### NOVEMBER OCCUPANCY ON THE RISE

The total occupancy rate displayed in November was an increase of 3.1 percent. The National occupancy was reported at 68.4, which was a slight increase from the comparable month in 1988. While occupancy in most segments were up, properties in the New England and East North Central regions of the country have declined a 7.2 and 7.1 percent. The Middle and South Atlantic regions have the greatest occupancy rates on the year to date basis with a 74.8 and a 73.1. In the month of November, all locations experienced an increase in occupancy, the airport and resort locations showed a significant increase of 3.9. All the hotel type properties attained positive rate changes for November except for All Suites with a decline of 1.5. Ironically the year to date figures show All Suites in the lead with a 72.2 occupancy rate resulting in a 1.5 percent change.

November average room rates indicated a 2.8 percent increase for the same period in 1988 reaching a rate of \$76.22. Average room rates for the year to date figures inclined from \$70.31 to \$72.31. More specifically, the area of the Nation with the highest increase in room rates is the West South Central, with 7.6 percent. A 0.9 percent increase is shown for the Pacific coast, which is the smallest increase for all the regions. All Suites and Economy properties are showing respectable increases of 12.1 and 7.9 with hotel trailing a 1.9 percent incline.

Food and Beverage sales for November reported a generous increase of 4.3. The number of covers served also increased by 2.5 percent. Food and Beverage sales per occupied room displayed an inclining from \$50.57 in 1988 to \$51.21 in 1989. The year to date food and beverage sales per occupied room also jumped from \$42.70 in 1988 to \$43.77 in 1989. Room sales, the incline in food and beverage sales and sales from other sources combined to lift total sales by 2.6 percent this month.

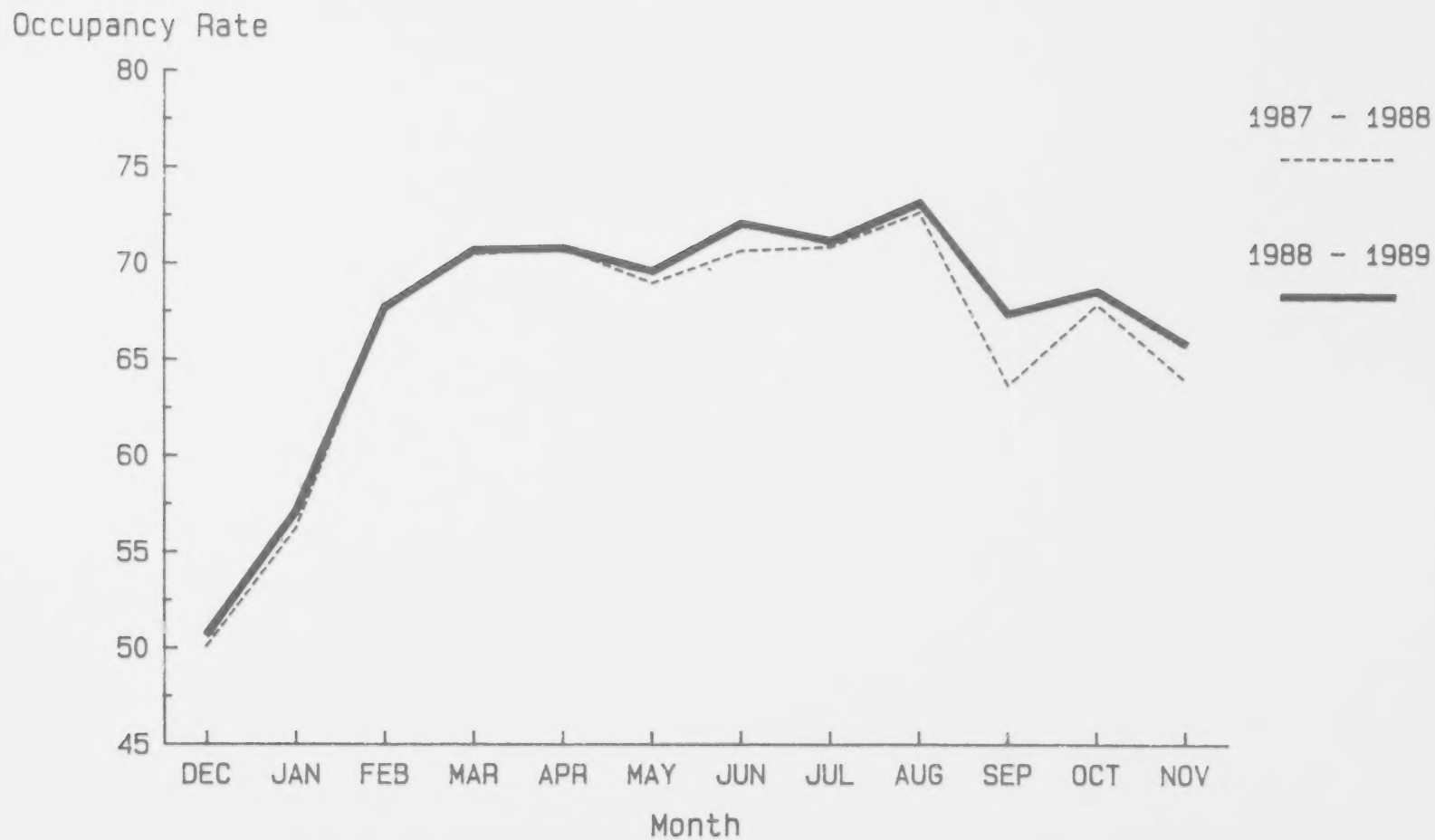
#### SEASONALLY ADJUSTED OCCUPANCY RATES FOR THE MAJOR CLASSIFICATIONS

|                         | This<br>Month | Percentage<br>Changes* |
|-------------------------|---------------|------------------------|
| <b>TOTAL U.S.A.</b>     | 70.2%         | 4.2%                   |
| <b>AFFILIATION:</b>     |               |                        |
| Chain                   | 69.8          | 2.6                    |
| Independent             | 59.0          | -11.5                  |
| <b>CENSUS REGION:</b>   |               |                        |
| Northeast               | 74.7          | 8.4                    |
| North Central           | 63.1          | 6.1                    |
| South                   | 70.7          | 0.1                    |
| West                    | 69.8          | 4.8                    |
| <b>CENSUS DIVISION:</b> |               |                        |
| New England             | 61.9          | 5.9                    |
| Middle Atlantic         | 75.7          | 6.6                    |
| South Atlantic          | 73.5          | -3.1                   |
| East North Central      | 60.7          | 2.9                    |
| East South Central      | **            | **                     |
| West North Central      | 65.6          | 10.3                   |
| West South Central      | 66.9          | 3.6                    |
| Mountain                | **            | **                     |
| Pacific                 | 68.9          | 2.8                    |
| <b>LOCATION:</b>        |               |                        |
| Center City             | 59.7          | -10.9                  |
| Suburban                | 71.4          | 13.7                   |
| Airport                 | 71.2          | 0.6                    |
| Highway                 | 74.4          | 11.2                   |
| Resort                  | 72.4          | -0.5                   |
| <b>SIZE:</b>            |               |                        |
| Under 150 rooms         | 66.4          | 5.1                    |
| 150 to 299 rooms        | 67.3          | 4.2                    |
| 300 to 600 rooms        | 71.6          | 3.9                    |
| Over 600 rooms          | 74.3          | 2.1                    |
| <b>TYPE:</b>            |               |                        |
| Hotel                   | 66.7          | -1.5                   |
| Motor Hotel             | 67.9          | 1.6                    |
| Economy                 | 74.2          | 11.2                   |

\* From Previous Month  
\*\* Insufficient Response

Mark Lomanno, Director  
Research Division

NATIONAL OCCUPANCY RATE  
DECEMBER 1987 - NOVEMBER 1989  
DECEMBER 1988 - NOVEMBER 1989



NATIONAL AVERAGE ROOM RATE  
DECEMBER 1987 - NOVEMBER 1989  
DECEMBER 1988 - NOVEMBER 1989

Average Room Rate

